



IBM

M2040-656

*ICS SmartCloud for Social Business Sales Mastery Test
v1*

QUESTION: 20

Which of the following is required to migrate a customer to SmartCloud Notes?

- A. The partner must have a technical certification to conduct a migration.
- B. The customer must be using Domino 8.0 or higher
- C. It is not possible for a partner to migrate customer mailbox data
- D. Less than 12GB of total mailbox data to be migrated

Answer: A

QUESTION: 21

In which of these situations would the ROI Calculator be used?

- A. To calculate the costs and benefits of moving to SmartCloud for Social Business
- B. To calculate the per mailbox cost of Lotus Notes
- C. To calculate the cost savings of running Domino on Linux
- D. None of the above

Answer: A

QUESTION: 22

Which is a key benefit of Smart Cloud Engage over Google Apps?

- A. Support for hybrid cloud configurations
- B. More file storage offered by Engage
- C. Meetings
- D. All of the above

Answer: D

Reference:

<http://ecs.arrow.com/suppliers/ibm/collaboration/content/LotusLiveEngagevsGoogleApps.pdf>(page 5, second bulleted point)

QUESTION: 23

When an order is placed, the seller must provide what additional information before the order can be provisioned?

- A. A mobile phone number
- B. A secondary credit card in case the customer forgets to pay their bill
- C. A Smart Cloud Admin Form that lists key provisioning data such as the email address of the customer's organization administrator.
- D. A customer reference

Answer: C

QUESTION: 24

Which is a key benefit of Smart Cloud Engage over MS Office 365?

- A. Extranet collaboration due to the free unlimited guest accounts offered by Engage
- B. Blogs
- C. Team Calendars
- D. Voice over IP in Meetings

Answer: A

QUESTION: 25

What is the purpose of a Ramp-up?

- A. To allow the customer to ramp up their payments according to their revenues
- B. To allow the customer to phase in integrated apps
- C. To allow the customer to buy extra file storage
- D. To allow the customer to deploy in incremental steps and be billed accordingly until the full subscription amount is deployed

Answer: D

QUESTION: 26

What is the flagship offering for Smart Cloud for Social Business?

- A. Smart Cloud iNotes
- B. Smart Cloud Meetings
- C. Smart Cloud Engage
- D. Smart Cloud Connections

Answer: C

Reference:

<http://www.slideshare.net/DianaEmely/ibm-smart-cloud>(slide 19)

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